

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 RSC-01 SSO-00 CIAE-00 INR-07

NSAE-00 INRE-00 DOTE-00 /025 W
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O R 070635Z JAN 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC IMMEDIATE 2413

USDOC WASHDC IMMEDIATE

INFO AMEMBASSY BEIRUTS

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY TEHRAN

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E. O. 11652: N/A

TAGS: BTIO, TC

SUBJ: BUDAI PORT EXPANSION

REF: (A) ABU DHABI 1704 (B) ABU DHABI A-60, 10/9/74 (NOTAL)

1. AT RECENT AIRPORT CEREMONIES FOR SHAIKH ZAYID, AMBASSADOR HAD BRIEF OPPORTUNITY TO SPEAK WITH SHAIKH RASHID, RULER OF DUBAI AND UAE VICE PRESIDENT. RASHID TOOK INITIATIVE AND TURNED CONVERSATION TO TOPICS COVERED IN LEGTHY MEETINGS WITH RASHID IN NOVEMBER (REF A). RASHID REQUESTED AMBASSADOR PROVIDE ASSISTANCE IN FACILITATING PARTICIPATION OF U.S. CONSTRUCTION FIRMS IN DUBAI PORT EXPANSION.

2. THIS PROJECT IS DESIGNED TO ADD 22 BERTHS TO PRESENT 15. PORT AREA WILL BE INCREASED BY 300 HECTARES REQUIRING CONSTRUCTION OF FIVE KILOMETERS OF NEW BREAKWATERS AND DREDGING OF HARBOR BASIN. ESTIMATED COST IS \$156 MILLION. CONSULTANTS (SIR WILLIAM HALCROW) COMPLETED FEASIBILITY STUDIES, DESIGN, AND MATERIAL SPECIFICATIONS AND SUBMITTED THEIR LIST OF FIRMS FOR INVITATION TO TENDER. IT IS APPARENT FROM RASHID'S APPROACH TO AMBASSADOR
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THAT HE COMPLETELY DISSATISFIED WITH TENDERS SUBMITTED AND WISHES

TO NEGOTIATE BID DIRECTLY WITH U.S. FIRM. SPEEDY RESPONSE IS THEREFORE ESSENTIAL TO WINNING CONTRACT.

3. COMING AS DIRECT RESULT OF AMBASSADOR'S VISIT TO DUBAI IN NOVEMBER, EMBASSY BELIEVES PORT EXPANSION REPRESENTS MAJOR OPPORTUNITY FOR U.S. FIRM. WHILE DUBAI IN PAST HAS BEEN DIFFICULT MARKET TO ENTER, EMBASSY HAS DEVOTED CONSIDERABLE TIME AND EFFORT TO CHANGE CLIMATE IN FAVOR OF U.S. FIRMS. RASHID'S APPROACH TO AMBASSADOR MAY BE SIGN THIS EFFORT SUCCEEDING. MOREOVER, EXPERIENCE SHOWS THAT ONCE FIRM DOES WORK IN DUBAI -- AND DOES IT WELL -- RULER WILL TURN TO THEM AGAIN AND AGAIN FOR FUTURE PROJECTS, AND THERE WILL BE MANY OF THESE IN UAE'S BOOMING ECONOMY.

4. REQUEST DOC GIVE THIS OPPORTUNITY SPECIAL HANDLING DISSEMINATING INFO TO LARGE, INTERNATIONALLY EXPERIENCED FIRMS. PLEASE ADVISE NAME OF FIRMS CONTACTED. RECOMMEND INTERESTED FIRMS SEND APPROPRIATE REGOSSENTATIVE TO DUBAI, COORDINATING FIRST WITH EMBASSY. WITH SHAIKH RASHID'S INTERVENTION WITH US, BELIEVE WE WILL HAVE NO PROBLEM IN ARRANGING FOR DIRECT ACCESS TO RULER. EMBASSY WILL ALSO PROVIDE ALL POSSIBLE ASSISTANCE IN LINING UP LOCAL PARTNERS IF NECESSARY.

5. OTHER ADDRESSEES REQUESTED BRING OPPORTUNITY TO ATTENTION OF U.S. FIRMS IN THEIR AREA.

6. FOR MANAMA: REQUEST YOU CONTACT MR. BAUMGUARD OR MR. KERR OF SANTA FE INTERNATIONAL.
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Margaret P. Grafeld
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